S 8750-3-4

QUARTERLY STATISTICS

OF

CLASS I AND CLASS II MOTOR CARRIERS OF PROPERTY

(EXCLUSIVE OF 61 REPORTING CARRIERS)

FOR THE FOURTH QUARTER AND TWELVE MONTHS

ENDED DECEMBER 31, 1987 and 1986

PREPARED BY THE REVENUE REQUIREMENTS SECTION
WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

MARCH 1988

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GENERAL

These statistics are compiled from quarterly reports of sixty-five Class I and Class II motor carriers of property. Sixty-one other reporting carriers have not been included since they are not engaged in hauling under categories presented in these statistics or have limited Washington operations.

Although these statistics are not considered to be conclusive for rate making purposes, they should prove of value in determining trends and conditions in the motor freight industry and reflect operations generally in the pacific northwest and in the State of Washington.

The carriers have been classified in the various categories on the basis of the predominant activity in which they are engaged and the predominant territory in which they serve.

QUALIFICATIONS

1. These statistics have been prepared from quarterly reports which have not been subject to field examination.
2. For carriers having "affiliated organizations" the statistics are for the "operating company" only. No adjustments for inter-company transactions or consolidations have been made.
3. Totals in the "Percentage of Revenue" columns may not add due to rounding.

COMMENT

1. Groups showing improvement in their operating ratios for the twelve months ended December 31, 1987 over the twelve months ended December 31, 1986, are as follows:

Household Goods Carriers
Local and Statewide

2. Groups showing a worsening position in their operating ratios are as follows:

Scheduled Line Haul General Freight Carriers
Local and Statewide
Scheduled Line Haul General Freight Carriers
Large Interstate
Non-Scheduled General Freight Carriers
Greater Puget Sound Area Carriers
Household Goods Carriers
Large Interstate
Bulk Commodity Carriers
Agricultural and Allied Products Carriers
Heavy Machinery, Building Materials and Forest Products Carriers
Refrigerated Products Carriers

SCHEDULE LINE-HAUL GENERAL FREIGHT CARRIERS

LOCAL AND STATEWIDE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LOCAL AND STATEWIDE
6 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
OAT HARBOR FREIGHT LINES, INC.	3714	STATEWIDE	$13,469,118	$12,409,419	$1,059,699	92.1	92.4
AVERAGE FOR THE GROUP						96.4	95.6
PENINSULA TRUCK LINES, INC.	1971	OLYMPIC PENINSULA	7,116,366	6,889,966	226,400	96.8	96.1
HOGLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,991,289	1,954,874	36,415	98.2	97.0
SOUTHWEST DELIVERY COMPANY, INC.	4142	VANCOUVER-PORTLAND	5,392,302	5,452,585	(60,283)	101.1	98.5
ACME-INTERCITY FREIGHT LINES	4098	SEATTLE/TACOMA-STATEWIDE	3,612,993	3,658,420	(45,427)	101.3	98.0
COLUMBIA RIVER TRUCKING CO., INC.	2853	WASHINGTON-OREGON	1,068,433	1,116,754	(48,321)	104.5	97.5
TOTAL FOR THE GROUP			$32,650,501	$31,482,018	$1,168,483		

6 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND '85

	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	FIGURES FOR THE QUARTER — THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	CUMULATIVE FIGURES — THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	7,948,189	94.69	7,162,308	94.73	10.97	31,190,262	95.53	28,595,521	95.83	9.07
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	6,628	0.08	-	-		35,955	0.11	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	417,814	4.98	372,249	4.92	12.24	1,325,242	4.06	1,119,818	3.74	18.38
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	20,858	0.25	25,930	0.34	(19.56)	99,141	0.30	129,021	0.43	(23.16)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	8,393,489	100.00	7,560,487	100.00	11.02	32,650,501	100.00	29,839,360	100.00	9.42
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	730,268	8.70	644,714	8.53		2,641,745	8.09	2,350,628	7.88	
8.	SALARIES AND WAGES	2,819,177	33.59	2,469,280	32.66		10,599,050	32.46	9,639,744	32.31	
9.	MISCELLANEOUS PAID TIME OFF	291,446	3.47	307,020	4.06		971,916	2.98	927,375	3.11	
10.	OTHER FRINGES	1,106,405	13.18	1,031,420	13.64		4,363,268	13.36	4,015,300	13.46	
11.	OPERATING SUPPLIES AND EXPENSES	754,606	8.99	626,741	8.29		2,695,794	8.26	2,506,689	8.40	
12.	GENERAL SUPPLIES AND EXPENSES	375,975	4.48	385,159	5.09		1,394,888	4.27	1,240,195	4.16	
13.	OPERATING TAXES AND LICENSES	377,622	4.50	347,725	4.60		1,535,556	4.70	1,363,605	4.57	
14.	INSURANCE	280,922	3.35	225,568	2.98		1,140,029	3.49	963,284	3.23	
15.	COMMUNICATIONS AND UTILITIES	120,488	1.44	105,982	1.40		443,272	1.36	417,971	1.40	
16.	DEPRECIATION AND AMORTIZATION	336,231	4.01	282,290	3.73		1,223,861	3.75	1,118,558	3.75	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	730,827	8.71	799,865	10.58		3,315,654	10.15	3,040,634	10.19	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	212,012	2.53	184,440	2.44		939,364	2.57	685,766	2.29	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(4,894)	(0.06)	9,793	0.13		(8,928)	(0.03)	(12,985)	(0.04)	
20.	MISCELLANEOUS EXPENSES	122,772	1.46	101,662	1.34		327,766	1.00	270,446	0.91	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	8,255,857	98.34	7,521,659	99.49	9.73	31,482,018	96.42	28,525,208	95.60	10.37
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	139,632	1.66	38,828	0.51		1,168,483	3.58	1,314,152	4.40	(11.08)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	139,632	1.66	38,828	0.51		1,168,483	3.58	1,314,152	4.40	(11.08)
25.	NET OTHER INCOME (DEDUCTIONS)	53,747	0.64	(11,113)	(0.15)		134,791	0.41	168,797	0.57	
26.	ORDINARY INCOME BEFORE INCOME TAXES	193,379	2.30	27,715	0.37		1,303,274	3.99	1,482,949	4.97	(12.12)
27.	INCOME TAXES ON ORDINARY INCOME	66,492	0.79	63,514	0.84		474,153	1.45	541,803	1.82	
28.	ORDINARY INCOME	126,887	1.51	(35,799)	(0.47)		829,121	2.54	941,146	3.15	(11.90)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	126,887	1.51	(35,799)	(0.47)		829,121	2.54	941,146	3.15	(11.90)
31.	OPERATING RATIO (LINE 21 / LINE 6)	98.34		99.49			96.42		95.60		

SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1967
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LARGE INTERSTATE
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE	
						THIS YEAR	LAST YEAR
LTI, INC.	634	PACIFIC NORTHWEST-ALASKA	$ 13,551,627	$ 10,862,020	$ 2,689,607	80.2	84.9
CONSOLIDATED FREIGHTWAYS CORP. OF DELAWARE	6	NATIONWIDE	1,555,216,885	1,478,500,916	76,715,969	95.1	92.4
VIKING FREIGHT SYSTEM, INC.	1430	PACIFIC COAST	185,944,658	178,010,453	7,939,205	95.7	93.9
AVERAGE FOR THE GROUP						96.6	94.0
SILVER EAGLE COMPANY	179	WASHINGTON-OREGON	26,306,559	26,211,156	95,403	99.6	97.5
ANR FREIGHT SYSTEM, INC.	13190	WESTERN & ROCKY MOUNTAIN STATES	405,920,305	418,555,934	(12,635,629)	103.1	99.9
TOTAL FOR THE GROUP			$2,186,945,034	$2,112,140,479	$74,804,555		

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LARGE INTERSTATE
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME:	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	517,844,541	88.74	469,507,780	90.10	10.30	1,960,652,410	89.65	1,886,284,670	91.00	3.94
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	65,365,542	11.20	50,917,527	9.77	28.38	225,144,787	10.29	184,258,891	8.89	22.19
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	166,365	0.03	65,552	0.01	153.79	431,778	0.02	260,560	0.01	65.71
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	175,045	0.03	587,058	0.11	(70.18)	716,059	0.03	2,003,739	0.10	(64.26)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	583,551,493	100.00	521,077,917	100.00	11.99	2,186,945,034	100.00	2,072,807,860	100.00	5.51
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	55,567,358	9.52	54,228,117	10.41		218,854,178	10.01	219,390,531	10.58	
8.	SALARIES AND WAGES	204,368,304	35.02	176,569,913	33.89		767,771,180	35.11	696,147,040	33.58	
9.	MISCELLANEOUS PAID TIME OFF	21,167,428	3.63	19,613,945	3.76		86,908,605	3.97	84,019,518	4.05	
10.	OTHER FRINGES	85,111,445	14.59	76,119,374	14.61		323,195,430	14.78	289,183,914	13.95	
11.	OPERATING SUPPLIES AND EXPENSES	55,636,388	9.53	44,509,790	8.54		200,271,632	9.16	182,583,278	8.81	
12.	GENERAL SUPPLIES AND EXPENSES	25,806,904	4.42	24,987,855	4.80		95,474,891	4.37	88,520,813	4.27	
13.	OPERATING TAXES AND LICENSES	21,090,433	3.61	17,742,008	3.40		77,557,128	3.55	69,925,988	3.37	
14.	INSURANCE	15,446,816	2.65	16,022,307	3.07		64,545,432	2.95	60,067,710	2.90	
15.	COMMUNICATIONS AND UTILITIES	6,820,971	1.17	7,065,094	1.36		29,024,578	1.33	28,877,690	1.39	
16.	DEPRECIATION AND AMORTIZATION	22,882,351	3.92	20,659,758	3.96		88,557,693	4.05	83,086,479	4.01	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	37,140,836	6.36	30,343,676	5.82		124,574,719	5.70	108,126,160	5.22	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	5,662,705	0.97	4,958,131	0.95		21,380,102	0.98	20,249,541	0.98	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(74,028)	(0.01)	165,890	0.03		(938,926)	(0.04)	(146,595)	(0.01)	
20.	MISCELLANEOUS EXPENSES	4,414,982	0.76	2,311,879	0.44		14,863,932	0.68	18,899,025	0.91	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	561,042,893	96.14	495,273,737	95.05	13.28	2,112,140,479	96.58	1,948,931,092	94.02	8.37
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	22,508,600	3.86	25,804,180	4.95	(12.77)	74,804,555	3.42	123,876,768	5.98	(39.61)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	22,508,600	3.86	25,804,180	4.95	(12.77)	74,804,555	3.42	123,876,768	5.98	(39.61)
25.	NET OTHER INCOME (DEDUCTIONS)	(1,128,515)	(0.19)	(1,710,509)	(0.33)		(8,362,667)	(0.38)	(9,108,681)	(0.44)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	21,380,085	3.66	24,093,671	4.62	(11.26)	66,441,888	3.04	114,768,087	5.54	(42.11)
27.	INCOME TAXES ON ORDINARY INCOME	6,268,070	1.07	13,259,908	2.54		25,917,585	1.19	50,028,953	2.41	
28.	ORDINARY INCOME	15,112,015	2.59	10,833,763	2.08	39.49	40,524,303	1.85	64,739,134	3.12	(37.40)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	(11,845)	-	-	-		1,243,169	0.06	-	-	
30.	NET INCOME (OR LOSS)	15,100,170	2.59	10,833,763	2.08	39.38	41,767,472	1.91	64,739,134	3.12	(35.48)
31.	OPERATING RATIO (LINE 21 / LINE 6)	96.14		95.05			96.58		94.02		

SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS

LOCAL, STATEWIDE AND LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
11 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
LTI, INC.	634	PACIFIC NORTHWEST-ALASKA	$ 13,551,627	$ 10,862,020	$ 2,689,607	80.2	89.0
OAT HARBOR FREIGHT LINES, INC.	5714	STATEWIDE	13,469,118	12,409,419	1,059,699	92.1	92.4
CONSOLIDATED FREIGHTWAYS CORP. OF DELAWARE	6	NATIONWIDE	1,555,216,885	1,478,500,916	76,715,969	95.1	92.4
VIKING FREIGHT SYSTEM, INC.	1430	PACIFIC COAST	185,949,658	178,010,453	7,939,205	95.7	93.9
AVERAGE FOR THE GROUP						96.6	94.0
PENINSULA TRUCK LINES, INC.	1971	OLYMPIC PENINSULA	7,116,366	6,889,966	226,400	96.8	96.1
HOGLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,991,289	1,954,874	36,415	98.2	97.0
SILVER EAGLE COMPANY	179	WASHINGTON-OREGON	26,306,559	26,211,156	95,403	99.6	97.5
SOUTHWEST DELIVERY COMPANY, INC.	4142	VANCOUVER-PORTLAND	5,392,302	5,452,585	(60,283)	101.1	98.5
ACME-INTERCITY FREIGHT LINES	4098	SEATTLE/TACOMA-STATEWIDE	3,612,993	3,658,420	(45,427)	101.3	98.0
ANR FREIGHT SYSTEM, INC.	13190	WESTERN & ROCKY MOUNTAIN STATES	405,920,305	418,555,934	(12,635,629)	103.1	99.9
COLUMBIA RIVER TRUCKING CO., INC.	2853	WASHINGTON-OREGON	1,068,433	1,116,754	(48,321)	104.5	97.5
TOTAL FOR THE GROUP			$2,219,595,535	$2,143,622,497	$75,973,038		

REVENUES, EXPENSES AND STATISTICS
SCHEDULED LINE-HAUL GENERAL FREIGHT CARRIERS
LOCAL, STATEWIDE AND LARGE INTERSTATE
11 CARRIERS INCLUDED .

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME:	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	525,792,730	88.82	476,670,088	90.17	10.31	1,991,842,672	89.74	1,914,880,191	91.07	4.02
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	65,372,170	11.04	50,917,527	9.63	28.39	225,180,643	10.15	184,258,891	8.76	22.21
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	584,179	0.10	437,801	0.08	33.43	1,757,020	0.08	1,375,378	0.07	27.75
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	195,903	0.03	612,988	0.12	(68.04)	815,200	0.04	2,132,760	0.10	(61.78)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	591,944,982	100.00	528,638,404	100.00	11.98	2,219,595,535	100.00	2,102,647,220	100.00	5.56
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	56,297,626	9.51	54,872,831	10.38		221,495,923	9.98	221,741,159	10.55	
8.	SALARIES AND WAGES	207,187,481	35.00	179,059,193	33.87		778,370,230	35.07	705,786,784	33.57	
9.	MISCELLANEOUS PAID TIME OFF	21,458,874	3.63	19,920,965	3.77		87,880,521	3.96	84,946,893	4.04	
10.	OTHER FRINGES	86,217,850	14.57	77,150,794	14.59		327,558,698	14.76	293,199,214	13.94	
11.	OPERATING SUPPLIES AND EXPENSES	56,390,994	9.53	45,136,531	8.54		202,967,426	9.14	185,089,967	8.80	
12.	GENERAL SUPPLIES AND EXPENSES	26,182,879	4.42	25,373,014	4.80		96,869,779	4.36	89,761,006	4.27	
13.	OPERATING TAXES AND LICENSES	21,468,055	3.63	18,089,733	3.42		79,092,484	3.56	71,289,593	3.39	
14.	INSURANCE	15,727,738	2.66	16,247,875	3.07		65,685,460	2.96	61,030,994	2.90	
15.	COMMUNICATIONS AND UTILITIES	6,941,459	1.17	7,171,076	1.36		29,467,850	1.33	29,295,661	1.39	
16.	DEPRECIATION AND AMORTIZATION	23,218,582	3.92	20,942,048	3.96		89,781,559	4.04	84,205,037	4.00	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	37,871,663	6.40	31,143,541	5.89		127,890,353	5.76	111,166,794	5.29	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	5,874,717	0.99	5,118,571	0.97		22,218,466	1.00	20,933,307	1.00	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(78,922)	(0.01)	175,663	0.03		(847,850)	(0.04)	(159,580)	(0.01)	
20.	MISCELLANEOUS EXPENSES	4,537,754	0.77	2,413,541	0.46		15,191,598	0.68	19,169,471	0.91	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	569,296,750	96.17	502,795,396	95.11	13.23	2,143,622,497	96.58	1,977,456,300	94.05	8.40
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	22,648,232	3.83	25,843,008	4.89	(12.36)	75,973,038	3.42	125,190,920	5.95	(39.31)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	22,648,232	3.83	25,843,008	4.89	(12.36)	75,973,038	3.42	125,190,920	5.95	(39.31)
25.	NET OTHER INCOME (DEDUCTIONS)	(1,074,768)	(0.18)	(1,721,622)	(0.32)		*(8,227,876)	(0.37)	(8,939,884)	(0.42)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	21,573,464	3.64	24,121,386	4.56	(10.56)	67,745,162	3.05	116,251,036	5.53	(41.72)
27.	INCOME TAXES ON ORDINARY INCOME	6,334,562	1.07	13,323,422	2.52		26,391,738	1.19	50,570,756	2.41	
28.	ORDINARY INCOME	15,238,902	2.57	10,797,964	2.04	41.13	41,353,424	1.86	65,680,280	3.12	(37.04)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	(11,845)	-	-	-		1,243,169	0.06	-	-	
30.	NET INCOME (OR LOSS)	15,227,057	2.57	10,797,964	2.04	41.02	42,596,593	1.92	65,680,280	3.12	(35.14)
31.	OPERATING RATIO (LINE 21 / LINE 6)	96.17		95.11			96.58		94.05		

NON-SCHEDULED GENERAL FREIGHT CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
NON-SCHEDULED GENERAL FREIGHT CARRIERS
5 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
THE FORTUNE CORPORATION / MAUST	519	SEATTLE-WESTERN WASHINGTON	$ 5,145,213	$ 4,972,118	$173,095	96.6	96.8
NATIONAL TRANSFER, INC.	1936	SEATTLE-WESTERN WASHINGTON	3,113,184	3,063,389	49,795	98.4	97.6
AVERAGE FOR THE GROUP						99.9	94.1
EASLEY HAULING SERVICE, INC.	986	YAKIMA-EASTERN WASHINGTON	4,701,124	4,734,227	(33,103)	100.7	94.2
BERRY TRANSPORT, INC.	4427	OREGON/WASINGTON	942,246	956,479	(14,233)	101.5	94.8
BRADER HAULING SERVICE, INC.	1026	E. WASHINGTON-PACIFIC N.W.-BRITISH COLUMBIA	8,380,734	8,533,396	(152,662)	101.8	90.9
TOTAL FOR THE GROUP			$22,282,501	$22,259,609	$ 22,892		

REVENUES, EXPENSES AND STATISTICS
NON-SCHEDULED GENERAL FREIGHT CARRIERS
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	2,115,079	38.83	2,393,398	44.89	(11.63)	9,742,012	43.72	10,554,432	51.92	(7.70)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	1,518,195	27.87	1,389,077	26.05	9.30	5,683,113	25.50	4,620,502	22.73	23.00
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	1,733,958	31.84	1,233,054	23.12	40.62	6,587,044	29.56	4,353,183	21.42	51.32
5.	OTHER OPERATING REVENUE	79,229	1.45	316,723	5.94	(74.98)	270,332	1.21	799,328	3.93	(66.18)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	5,446,461	100.00	5,332,252	100.00	2.14	22,282,501	100.00	20,327,445	100.00	9.62
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	209,332	3.84	271,136	5.08		891,187	4.00	1,001,713	4.93	
8.	SALARIES AND WAGES	1,348,219	24.75	1,329,498	24.93		5,229,521	23.47	4,784,753	23.54	
9.	MISCELLANEOUS PAID TIME OFF	143,241	2.63	94,987	1.78		393,483	1.77	289,374	1.42	
10.	OTHER FRINGES	476,133	8.74	504,715	9.47		1,926,304	8.64	1,943,914	9.56	
11.	OPERATING SUPPLIES AND EXPENSES	961,463	17.65	763,980	14.33		3,093,148	13.88	2,875,565	14.15	
12.	GENERAL SUPPLIES AND EXPENSES	213,980	3.93	222,192	4.17		672,050	3.02	564,455	2.78	
13.	OPERATING TAXES AND LICENSES	300,386	5.52	292,120	5.48		1,097,476	4.93	1,083,801	5.33	
14.	INSURANCE	187,850	3.45	242,749	4.55		947,935	4.25	709,569	3.49	
15.	COMMUNICATIONS AND UTILITIES	83,249	1.53	74,647	1.40		323,774	1.45	284,177	1.40	
16.	DEPRECIATION AND AMORTIZATION	187,003	3.43	160,455	3.01		662,854	2.97	641,932	3.16	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	1,730,519	31.77	1,219,763	22.88		6,476,224	29.06	4,325,492	21.28	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	45,763	0.84	59,697	1.12		162,802	0.73	251,653	1.24	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(40,178)	(0.74)	(13,076)	(0.24)		(56,594)	(0.25)	(15,837)	(0.08)	
20.	MISCELLANEOUS EXPENSES	178,671	3.28	141,590	2.66		439,445	1.97	390,604	1.92	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	6,025,591	110.63	5,364,451	100.60	12.32	22,259,609	99.90	19,131,165	94.11	16.35
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(579,130)	(10.63)	(32,199)	(0.60)		22,892	0.10	1,196,280	5.89	(98.09)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(579,130)	(10.63)	(32,199)	(0.60)		22,892	0.10	1,196,280	5.89	(98.09)
25.	NET OTHER INCOME (DEDUCTIONS)	(53,960)	(0.99)	2,781	0.05		(164,927)	(0.74)	(230,352)	(1.13)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(633,090)	(11.62)	(29,418)	(0.55)		(142,035)	(0.64)	965,928	4.75	
27.	INCOME TAXES ON ORDINARY INCOME	450	0.01	-	-		935	-	1,133	0.01	
28.	ORDINARY INCOME	(633,540)	(11.63)	(29,418)	(0.55)		(142,970)	(0.64)	964,795	4.75	
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	(633,540)	(11.63)	(29,418)	(0.55)		(142,970)	(0.64)	964,795	4.75	
31.	OPERATING RATIO (LINE 21 / LINE 6)	110.63		100.60			99.90		94.11		

GREATER PUGET SOUND AREA CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1967
GREATER PUGET SOUND AREA CARRIERS
8 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
THE FORTUNE CORPORATION / HAUST	519	SEATTLE-WESTERN WASHINGTON	$ 5,145,213	$ 4,972,118	$173,095	96.6	96.8
HOGLAND TRANSFER COMPANY	25	EVERETT-WESTERN WASHINGTON	1,991,289	1,954,874	36,415	98.2	97.0
NATIONAL TRANSFER, INC.	1936	SEATTLE-WESTERN WASHINGTON	3,113,184	3,063,389	49,795	98.4	97.6
PACIFIC TRANSPN. GROUP, INC.	1040	TACOMA-WESTERN WASHINGTON	3,725,666	3,669,074	56,592	98.5	105.1
POZZI BROTHERS TRANSPORTATION, INC.	10425	KENT-WESTERN WASHINGTON	2,196,483	2,166,285	30,198	98.6	97.9
AVERAGE FOR THE GROUP						99.2	98.8
RENTON-ISSAQUAH AUTO FREIGHT, INC.	6248	SEATTLE-WESTERN WASHINGTON	2,191,345	2,188,627	2,718	99.9	98.1
ACME-INTERCITY FREIGHT LINES	4098	SEATTLE/TACOMA-STATEWIDE	3,612,993	3,658,420	(45,427)	101.3	98.0
WESTERN CARTAGE, INC.	1451	SEATTLE-WESTERN WASHINGTON	3,143,426	3,244,504	(101,078)	103.2	99.6
TOTAL FOR THE GROUP			$25,119,599	$24,917,291	$202,308		

REVENUES, EXPENSES AND STATISTICS
GREATER PUGET SOUND AREA CARRIERS
8 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	2,649,381	42.11	2,551,959	38.93	3.82	10,582,476	42.13	10,350,381	42.32	2.24
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		-	-	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	3,388,307	53.86	3,512,653	53.58	(3.54)	13,500,134	53.74	12,673,405	51.81	6.52
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-		-	-	-	-	
5.	OTHER OPERATING REVENUE	253,371	4.03	490,974	7.49	(48.39)	1,036,989	4.13	1,436,154	5.87	(27.79)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	6,291,099	100.00	6,555,586	100.00	(4.03)	25,119,599	100.00	24,459,940	100.00	2.70
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	430,912	6.85	533,957	8.15		1,910,263	7.60	1,993,110	8.15	
8.	SALARIES AND WAGES	2,474,518	39.33	2,486,102	37.92		9,562,674	38.07	9,056,075	37.02	
9.	MISCELLANEOUS PAID TIME OFF	249,733	3.97	291,523	4.45		895,042	3.56	910,289	3.72	
10.	OTHER FRINGES	959,466	15.25	1,038,479	15.84		3,919,766	15.60	3,931,574	16.07	
11.	OPERATING SUPPLIES AND EXPENSES	716,652	11.39	664,057	10.13		2,587,084	10.30	2,523,551	10.32	
12.	GENERAL SUPPLIES AND EXPENSES	261,711	4.16	250,042	3.81		887,511	3.53	876,601	3.58	
13.	OPERATING TAXES AND LICENSES	298,255	4.74	239,987	3.66		1,123,398	4.47	958,471	3.92	
14.	INSURANCE	251,665	4.00	246,627	3.76		1,029,403	4.09	1,064,086	4.35	
15.	COMMUNICATIONS AND UTILITIES	81,595	1.30	87,139	1.33		333,457	1.33	339,774	1.39	
16.	DEPRECIATION AND AMORTIZATION	227,066	3.61	184,036	2.81		769,394	3.06	666,145	2.72	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	297,934	4.74	359,217	5.48		1,199,962	4.78	1,120,774	4.58	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	125,217	1.99	117,506	1.79		461,143	1.84	476,167	1.95	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(21,800)	(0.35)	(7,423)	(0.11)		(45,362)	(0.18)	(29,184)	(0.12)	
20.	MISCELLANEOUS EXPENSES	94,555	1.50	101,733	1.55		285,556	1.14	271,263	1.11	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	6,447,429	102.48	6,592,982	100.57	(2.21)	24,917,291	99.19	24,158,696	98.77	3.14
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(156,330)	(2.48)	(37,396)	(0.57)		202,309	0.81	301,244	1.23	(32.84)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(156,330)	(2.48)	(37,396)	(0.57)		202,309	0.81	301,244	1.23	(32.84)
25.	NET OTHER INCOME (DEDUCTIONS)	(53,216)	(0.84)	(15,139)	(0.23)		(31,696)	(0.13)	(163,170)	(0.67)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(209,546)	(3.33)	(52,535)	(0.80)		170,612	0.68	138,074	0.56	23.57
27.	INCOME TAXES ON ORDINARY INCOME	(9,324)	(0.15)	8,636	0.13		11,401	0.05	24,809	0.10	
28.	ORDINARY INCOME	(200,222)	(3.18)	(61,171)	(0.93)		159,211	0.63	113,665	0.46	40.07
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	1,878	0.01	
30.	NET INCOME (OR LOSS)	(200,222)	(3.18)	(61,171)	(0.93)		159,211	0.63	115,543	0.47	37.79
31.	OPERATING RATIO (LINE 21 / LINE 6)	102.48		100.57			99.19		98.77		

HOUSEHOLD GOODS CARRIERS

LOCAL AND STATEWIDE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
6 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
CONTINENTAL VAN LINES, INC.	2238	WASHINGTON-ALASKA	$ 6,404,431	$ 5,990,659	$ 413,772	93.5	87.8
BEKINS MOVING & STORAGE COMPANY	908	SEATTLE-STATEWIDE	9,058,772	8,821,780	236,992	97.4	109.2
LINCOLN MOVING & STORAGE COMPANY, INC.	2278	SEATTLE-STATEWIDE	2,771,386	2,819,206	(47,820)	101.7	121.6
AVERAGE FOR THE GROUP						101.8	102.7
CITY MOVING SYSTEMS, INC.	428	SEATTLE-STATEWIDE	5,461,566	6,030,946	(569,380)	110.4	98.8
CHRISTIE-LAMBERT VAN & STORAGE COMPANY, INC.	1886	SEATTLE-WESTERN WASHINGTON	1,127,461	1,261,467	(134,006)	111.9	117.5
WORLD WIDE MOVERS, INC.	4827	SEATTLE-STATEWIDE	1,011,111	1,371,296	(360,185)	135.6	100.7
TOTAL FOR THE GROUP			$25,834,727	$26,295,354	$(460,627)		

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
6 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
	HOUSEHOLD GOODS CARRIER OPERATING INCOME	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	MOVING REVENUE - INTERCITY COMMON CARRIER, OWN RIGHTS	757,892	12.82	888,771	14.71	(14.72)	3,399,134	13.16	3,718,261	14.08	(8.58)
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	-	-	-	-		-	-	-	-	
3.	MOVING REVENUE - LOCAL	1,825,492	30.88	2,157,798	35.71	(15.40)	8,538,761	33.05	8,719,895	33.01	(2.08)
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	2,205,467	37.30	2,135,067	35.33	3.30	9,193,944	35.59	8,765,827	33.19	4.88
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	209,877	3.55	181,804	3.01	15.44	797,411	3.09	663,811	2.51	20.13
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	633,925	10.72	667,474	11.05	(5.03)	2,472,229	9.57	2,631,804	9.96	(6.06)
9.	OTHER OPERATING REVENUE	279,451	4.73	11,724	0.19		1,433,248	5.55	1,914,949	7.25	(25.15)
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	5,912,104	100.00	6,042,638	100.00	(2.16)	25,834,727	100.00	26,414,547	100.00	(2.19)
	EXPENSES:										
11.	SALARIES	1,207,031	20.42	1,120,681	18.55		4,559,839	17.65	4,444,952	16.83	
12.	OPERATING WAGES - TRANSPORTATION ONLY	977,104	16.53	937,485	15.51		4,020,511	15.56	3,920,355	14.84	
13.	PACKER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	36,999	0.63	34,840	0.58		124,589	0.48	133,676	0.51	
16.	COMMISSION AGENT FEES	3,914	0.07	402	0.01		21,272	0.08	10,416	0.04	
17.	OTHER WAGES	31,101	0.53	33,051	0.55		146,128	0.57	161,956	0.61	
18.	FRINGE BENEFITS	322,299	5.45	295,253	4.89		2,099,877	8.13	2,219,675	8.40	
19.	PAYROLL TAXES	261,571	4.42	222,644	3.68		1,112,959	4.31	1,217,320	4.61	
20.	TRANSPORTATION FUEL AND MOTOR OIL	127,341	2.15	96,422	1.60		465,591	1.80	449,184	1.70	
21.	TIRES AND TUBES	30,153	0.51	25,408	0.42		117,898	0.46	134,826	0.51	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	8,852	0.15	12,265	0.20		44,709	0.17	41,050	0.16	
23.	VEHICLE REPAIR PARTS	1,381	0.02	22,178	0.37		7,316	0.03	92,381	0.35	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	5,952	0.10	4,261	0.07		20,736	0.08	31,065	0.12	
25.	PRINTING AND OFFICE SUPPLIES	59,712	1.01	52,944	0.88		217,859	0.84	203,634	0.77	
26.	PACKING AND CRATING MATERIALS, ETC.	2,760	0.05	2,389	0.04		12,381	0.05	10,106	0.04	
27.	MISCELLANEOUS SUPPLIES	35,407	0.60	42,995	0.71		107,642	0.42	115,505	0.44	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	278,812	4.72	220,366	3.65		975,636	3.78	837,098	3.17	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	12,770	0.22	11,472	0.19		71,526	0.28	45,589	0.17	
30.	OTHER OUTSIDE SERVICES	183,015	3.10	166,224	2.75		704,992	2.73	750,311	2.84	

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LOCAL & STATEWIDE
6 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES: (CONTINUED)										
31.	UTILITIES	35,571	0.60	33,085	0.55		142,519	0.55	145,695	0.55	
32.	COMMUNCIATION SERVICES	121,357	2.05	116,994	1.94		457,526	1.77	506,954	1.92	
33.	PURCHASED LABOR AND TRANSPORTATION	1,506,730	25.49	1,250,090	20.69		6,439,285	24.92	7,558,701	28.62	
34.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	22,066	0.37	19,951	0.33		87,112	0.34	82,084	0.31	
35.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	91,629	1.55	108,329	1.79		388,892	1.51	384,867	1.46	
36.	GENERAL EXPENSES	100,117	1.69	100,001	1.65		315,479	1.22	286,841	1.09	
37.	DEPRECIATION	186,119	3.15	203,440	3.37		727,535	2.82	700,655	2.65	
38.	AMORTIZATION EXPENSES	21,169	0.36	33,175	0.55		83,177	0.32	109,460	0.41	
39.	RENTS - OTHER THAN REVENUE EQUIPMENT	258,580	4.37	184,219	3.05		1,045,368	4.05	731,175	2.77	
40.	TAXES AND LICENSES	195,507	3.31	153,412	2.54		692,269	2.68	602,829	2.28	
41.	INSURANCE	227,974	3.86	212,919	3.52		853,321	3.30	818,292	3.10	
42.	PROVISION FOR CLAIMS - SELF INSURED PORTION	120,621	2.04	47,106	0.78		357,481	1.38	205,266	0.78	
43.	UNCOLLECTIBLE REVENUE	49,615	0.84	60,991	1.01		99,657	0.39	210,607	0.80	
44.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	6,506	0.11	(15,715)	(0.26)		(226,027)	(0.87)	(31,274)	(0.12)	
45.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	6,529,735	110.45	5,809,227	96.14	12.40	26,295,358	101.78	27,131,251	102.71	(3.08)
46.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(617,631)	(10.45)	233,411	3.86		(460,627)	(1.78)	(716,708)	(2.71)	
47.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	19,036	0.32	21,019	0.35		87,930	0.34	154,676	0.59	
48.	NET CARRIER OPERATING INCOME	(598,595)	(10.12)	254,430	4.21		(372,697)	(1.44)	(562,028)	(2.13)	
49.	NET OTHER INCOME (DEDUCTIONS)	846,957	14.33	141,366	2.34		2,333,515	9.03	1,527,965	5.78	
50.	ORDINARY INCOME BEFORE INCOME TAXES	248,362	4.20	395,796	6.55	(37.25)	1,960,818	7.59	965,937	3.66	103.00
51.	INCOME TAXES ON ORDINARY INCOME	-	-	(286)	-		309	-	(19,496)	(0.07)	
52.	ORDINARY INCOME	248,362	4.20	396,082	6.55	(37.29)	1,960,509	7.59	985,433	3.73	98.95
53.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	284,662	4.81	(3,531)	(0.06)		407,709	1.58	30,057	0.11	
54.	NET INCOME (OR LOSS)	533,024	9.02	392,551	6.50	35.78	2,368,218	9.17	1,015,490	3.84	133.21
55.	OPERATING RATIO (LINE 45 / LINE 10)	110.45		96.14			101.78		102.71		

HOUSEHOLD GOODS CARRIERS

LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
1 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
CARTWRIGHT VAN LINES, INC.	16451	NATIONWIDE	$16,146,158	$15,885,361	$260,797	98.4	97.8
AVERAGE FOR THE GROUP						98.4	97.8
TOTAL FOR THE GROUP			$16,146,158	$15,885,361	$260,797		

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
1 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

	HOUSEHOLD GOODS CARRIER OPERATING INCOME	FIGURES FOR THE QUARTER - THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	CUMULATIVE FIGURES - THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	MOVING REVENUE - INTERCITY COMMON CARRIER, OWN RIGHTS	4,357,034	93.04	2,840,168	89.72	53.41	14,856,058	92.01	11,208,449	88.25	32.54
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	-	-	-	-		-	-	-	-	
3.	MOVING REVENUE - LOCAL	-	-	-	-		-	-	-	-	
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	-	-	-	-		-	-	-	-	
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICE	307,692	6.57	240,582	7.60	27.89	934,088	5.79	870,849	6.86	7.26
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	-	-	84,842	2.68	(100.00)	285,363	1.77	621,402	4.89	(54.08)
9.	OTHER OPERATING REVENUE	18,292	0.39	-	-		70,653	0.44	-	-	
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,683,018	100.00	3,165,592	100.00	47.93	16,146,158	100.00	12,700,700	100.00	27.13
	EXPENSES:										
11.	SALARIES	390,285	8.33	367,376	11.61		1,342,845	8.32	1,090,455	8.59	
12.	OPERATING WAGES - TRANSPORTATION ONLY	-	-	-	-		-	-	-	-	
13.	PACKER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	-	-	-	-		-	-	-	-	
16.	COMMISSION AGENT FEES	375,700	8.02	508,908	16.08		1,968,612	12.19	2,368,778	18.65	
17.	OTHER WAGES	-	-	-	-		-	-	-	-	
18.	FRINGE BENEFITS	79,739	1.70	84,055	2.66		147,573	0.91	126,948	1.00	
19.	PAYROLL TAXES	23,889	0.51	14,668	0.46		76,852	0.48	64,658	0.51	
20.	TRANSPORTATION FUEL AND MOTOR OIL	-	-	-	-		-	-	-	-	
21.	TIRES AND TUBES	27,340	0.58	13,790	0.44		95,655	0.59	51,411	0.40	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	-	-	-	-		-	-	-	-	
23.	VEHICLE REPAIR PARTS	-	-	-	-		-	-	-	-	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	276	0.01	209	0.01		1,714	0.01	982	0.01	
25.	PRINTING AND OFFICE SUPPLIES	7,645	0.16	9,654	0.30		59,290	0.34	44,030	0.35	
26.	PACKING AND CRATING MATERIALS, ETC.	-	-	-	-		-	-	-	-	
27.	MISCELLANEOUS SUPPLIES	86	-	250	0.01		1,153	0.01	1,907	0.02	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	85,939	1.84	26,425	0.83		314,386	1.95	71,755	0.56	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	3,984	0.09	5,814	0.18		19,554	0.12	15,771	0.12	
30.	OTHER OUTSIDE SERVICES	153,459	3.28	108,298	3.42		565,394	3.52	437,494	3.44	

REVENUES, EXPENSES AND STATISTICS
HOUSEHOLD GOODS CARRIERS - LARGE INTERSTATE
1 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES: (CONTINUED)										
31.	UTILITIES	10,555	0.23	8,926	0.28		48,553	0.30	47,593	0.37	
32.	COMMUNCIATION SERVICES	44,272	0.95	41,442	1.31		191,027	1.18	154,531	1.22	
33.	PURCHASED LABOR AND TRANSPORTATION	3,137,665	67.00	1,904,903	60.18		9,839,118	60.90	7,391,092	58.19	
34.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	-	-	-	-		-	-	-	-	
35.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	30,395	0.65	20,735	0.66		92,001	0.57	70,957	0.56	
36.	GENERAL EXPENSES	14,716	0.31	16,752	0.53		67,470	0.42	72,304	0.57	
37.	DEPRECIATION	73,228	1.56	15,480	0.49		278,434	1.72	66,828	0.53	
38.	AMORTIZATION EXPENSES	-	-	-	-		-	-	-	-	
39.	RENTS - OTHER THAN REVENUE EQUIPMENT	27,401	0.59	(25,718)	(0.81)		(33,425)	(0.21)	(105,370)	(0.83)	
40.	TAXES AND LICENSES	60,524	1.29	(4,454)	(0.14)		220,961	1.37	17,523	0.14	
41.	INSURANCE	202,334	4.32	137,999	4.36		602,397	3.73	460,067	3.62	
42.	PROVISION FOR CLAIMS - SELF INSURED PORTION	-	-	-	-		-	-	-	-	
43.	UNCOLLECTIBLE REVENUE	55,499	1.19	1,499	0.05		69,499	0.43	25,053	0.20	
44.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(12,206)	(0.26)	(22,096)	(0.70)		(81,682)	(0.50)	(55,176)	(0.42)	
45.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	4,792,725	102.34	3,234,915	102.19	48.16	15,885,361	98.38	12,421,591	97.80	27.89
46.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(109,707)	(2.34)	(69,323)	(2.19)		260,797	1.62	279,109	2.20	(6.56)
47.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	229,564	7.25		-	-	154,527	1.22	
48.	NET CARRIER OPERATING INCOME	(109,707)	(2.34)	160,241	5.06		260,797	1.62	433,636	3.41	(39.86)
49.	NET OTHER INCOME (DEDUCTIONS)	(41,521)	(0.89)	(74,734)	(2.36)		(223,559)	(1.38)	(277,378)	(2.18)	
50.	ORDINARY INCOME BEFORE INCOME TAXES	(151,228)	(3.23)	85,507	2.70		37,238	0.23	156,258	1.23	(76.17)
51.	INCOME TAXES ON ORDINARY INCOME	323	0.01	-	-		1,975	0.01	10,122	0.08	
52.	ORDINARY INCOME	(151,551)	(3.24)	85,507	2.70		35,263	0.22	146,136	1.15	(75.87)
53.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
54.	NET INCOME (OR LOSS)	(151,551)	(3.24)	85,507	2.70		35,263	0.22	146,136	1.15	(75.87)
55.	OPERATING RATIO (LINE 45 / LINE 10)	102.34		102.19			98.39		97.80		

HOUSEHOLD GOODS CARRIERS

LOCAL, STATEWIDE AND LARGE INTERSTATE

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE AND LARGE INTERSTATE
7 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE LAST YEAR
CONTINENTAL VAN LINES, INC.	2238	WASHINGTON-ALASKA	$ 6,404,431	$ 5,990,659	$ 413,772	93.5	87.8
BEKINS MOVING & STORAGE COMPANY	908	SEATTLE-STATEWIDE	9,058,772	8,821,780	236,992	97.4	109.2
CARTWRIGHT VAN LINES, INC.	16451	NATIONWIDE	16,146,158	15,885,361	260,797	98.4	97.8
AVERAGE FOR THE GROUP						100.5	101.1
LINCOLN MOVING & STORAGE COMPANY, INC.	2278	SEATTLE-STATEWIDE	2,771,386	2,819,206	(47,820)	101.7	121.6
CITY MOVING SYSTEMS, INC.	428	SEATTLE-STATEWIDE	5,461,566	6,030,946	(569,380)	110.4	98.8
CHRISTIE-LAMBERT VAN & STORAGE COMPANY, INC.	1886	SEATTLE-WESTERN WASHINGTON	1,127,461	1,261,467	(134,006)	111.9	117.5
WORLD WIDE MOVERS, INC.	4827	SEATTLE-STATEWIDE	1,011,111	1,371,296	(360,185)	135.6	100.7
TOTAL FOR THE GROUP			$41,980,885	$42,180,715	$(199,830)		

REVENUES, EXPENSES AND STATISTICS
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
	HOUSEHOLD GOODS CARRIER OPERATING INCOME	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	THIS YEAR DOLLARS	THIS YEAR PERCENT OF REVENUE	LAST YEAR DOLLARS	LAST YEAR PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	MOVING REVENUE - INTERCITY COMMON CARRIER, OWN RIGHTS	5,114,926	48.28	3,728,959	40.50	37.17	18,255,192	43.48	14,926,710	38.16	22.30
2.	MOVING REVENUE - INTERCITY CONTRACT CARRIER, OWN RIGHTS	-	-	-	-		-	-	-	-	
3.	MOVING REVENUE - LOCAL	1,825,492	17.23	2,157,798	23.45	(15.40)	8,538,761	20.34	8,719,895	22.29	(2.08)
4.	MOVING REVENUE - INTERCITY TRANSPORTATION, OTHER MOTOR CARRIER	2,205,467	20.82	2,135,067	23.19	3.30	9,193,944	21.90	8,765,827	22.41	4.88
5.	CONTAINERS, PACKING AND UNPACKING SERVICE	-	-	-	-		-	-	-	-	
6.	SUPPLEMENTARY TRANSPORTATION SERVICES	517,569	4.88	422,386	4.59	22.53	1,731,495	4.12	1,534,660	5.92	12.83
7.	WAREHOUSE REVENUE	-	-	-	-		-	-	-	-	
8.	COMMISSION REVENUE	633,925	5.98	752,316	8.17	(15.74)	2,757,592	5.57	3,253,206	8.32	(15.23)
9.	OTHER OPERATING REVENUE	297,743	2.81	11,724	0.13		1,503,701	3.58	1,914,949	4.90	(21.46)
10.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING REVENUE	10,595,122	100.00	9,208,250	100.00	15.06	41,980,885	100.00	39,115,247	100.00	7.33
	EXPENSES:										
11.	SALARIES	1,597,316	15.08	1,488,057	16.16		5,902,584	14.06	5,535,407	14.15	
12.	OPERATING WAGES - TRANSPORTATION ONLY	977,104	9.22	937,985	10.18		4,020,511	9.58	3,920,355	10.02	
13.	PACKER WAGES	-	-	-	-		-	-	-	-	
14.	WAREHOUSE LABOR	-	-	-	-		-	-	-	-	
15.	REPAIR WAGES	36,999	0.35	34,840	0.38		124,589	0.30	135,676	0.34	
16.	COMMISSION AGENT FEES	579,614	5.58	509,510	5.53		1,989,984	4.74	2,379,194	6.08	
17.	OTHER WAGES	31,101	0.29	33,051	0.36		146,128	0.35	161,956	0.41	
18.	FRINGE BENEFITS	402,038	3.79	379,308	4.12		2,247,450	5.35	2,346,623	6.00	
19.	PAYROLL TAXES	285,460	2.69	237,512	2.58		1,189,811	2.83	1,281,978	3.28	
20.	TRANSPORTATION FUEL AND MOTOR OIL	127,541	1.20	96,422	1.05		465,891	1.11	449,184	1.15	
21.	TIRES AND TUBES	57,495	0.54	54,148	0.43		213,553	0.51	186,237	0.48	
22.	OTHER VEHICLES REPAIR AND SUPPLIES	8,852	0.08	12,265	0.13		44,709	0.11	41,050	0.10	
23.	VEHICLE REPAIR PARTS	1,381	0.01	22,178	0.24		7,315	0.02	92,581	0.24	
24.	REPAIR MATERIALS (OTHER THAN VEHICLE)	6,228	0.06	4,470	0.05		22,450	0.05	32,047	0.08	
25.	PRINTING AND OFFICE SUPPLIES	67,357	0.64	62,598	0.68		272,149	0.65	247,664	0.63	
26.	PACKING AND CRATING MATERIALS, ETC.	2,760	0.03	2,584	0.03		12,381	0.03	10,106	0.03	
27.	MISCELLANEOUS SUPPLIES	35,493	0.33	43,245	0.47		108,795	0.26	117,412	0.30	
28.	OUTSIDE SERVICES - VEHICLE REPAIR, ETC.	364,751	3.44	246,791	2.68		1,290,022	3.07	908,855	2.32	
29.	OUTSIDE SERVICES - REPAIRS (OTHER THAN VEHICLE)	16,754	0.16	17,286	0.19		91,080	0.22	61,360	0.16	
30.	OTHER OUTSIDE SERVICES	536,474	5.18	274,522	2.94		1,273,345	5.03	1,187,805	5.04	

REVENUES, EXPENSES AND STATISTICS
TOTAL HOUSEHOLD GOODS CARRIERS - LOCAL, STATEWIDE & LARGE INTERSTATE
7 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	HOUSEHOLD GOODS CARRIER OPERATING INCOME (CONTINUED)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	EXPENSES: (CONTINUED)										
31.	UTILITIES	46,126	0.48	42,011	0.46		191,072	0.46	193,288	0.49	
32.	COMMUNCIATION SERVICES	165,029	1.56	158,436	1.72		648,553	1.54	661,485	1.69	
33.	PURCHASED LABOR AND TRANSPORTATION	4,648,395	43.84	3,154,993	34.26		16,278,803	38.78	14,949,793	38.22	
34.	TRAVEL EXPENSES - COMPANY DRIVERS, ETC.	22,066	0.21	19,951	0.22		87,112	0.21	82,084	0.21	
35.	TRAVEL & ENTERTAINMENT - SALES, OFFICE & MANAGEMENT PERSONNEL	122,024	1.15	129,064	1.40		480,893	1.15	455,824	1.17	
36.	GENERAL EXPENSES	114,833	1.08	116,753	1.27		382,949	0.91	359,145	0.92	
37.	DEPRECIATION	259,587	2.45	218,920	2.38		1,005,969	2.40	767,483	1.96	
38.	AMORTIZATION EXPENSES	21,169	0.20	33,175	0.36		83,177	0.20	109,460	0.28	
39.	RENTS - OTHER THAN REVENUE EQUIPMENT	285,981	2.70	158,501	1.72		1,011,943	2.41	625,805	1.60	
40.	TAXES AND LICENSES	256,031	2.42	148,958	1.62		913,209	2.18	620,352	1.59	
41.	INSURANCE	430,308	4.06	350,918	3.81		1,455,718	3.47	1,278,359	3.27	
42.	PROVISION FOR CLAIMS - SELF INSURED PORTION	120,621	1.14	47,106	0.51		357,481	0.85	205,266	0.52	
43.	UNCOLLECTIBLE REVENUE	105,114	0.99	62,440	0.68		169,156	0.40	235,660	0.60	
44.	GAINS AND LOSSES ON DISPOSITION OF OPERATING ASSETS	(5,700)	(0.05)	(37,811)	(0.41)		(307,709)	(0.73)	(84,450)	(0.21)	
45.	TOTAL HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	11,322,460	106.86	9,044,142	98.22	25.19	42,180,715	100.48	39,552,842	101.12	6.64
46.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	(727,338)	(6.86)	164,088	1.78		(199,830)	(0.48)	(437,595)	(1.12)	
47.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	19,036	0.18	250,583	2.72		87,930	0.21	309,203	0.79	
48.	NET CARRIER OPERATING INCOME	(708,302)	(6.68)	414,671	4.50		(111,900)	(0.27)	(128,392)	(0.33)	
49.	NET OTHER INCOME (DEDUCTIONS)	805,436	7.60	66,632	0.72		2,109,956	5.03	1,250,587	3.20	
50.	ORDINARY INCOME BEFORE INCOME TAXES	97,134	0.92	481,303	5.23	(79.82)	1,998,056	4.76	1,122,195	2.87	78.05
51.	INCOME TAXES ON ORDINARY INCOME	323	-	(286)	-		2,284	0.01	(9,374)	(0.02)	
52.	ORDINARY INCOME	96,811	0.91	481,589	5.23	(79.90)	1,995,772	4.75	1,131,569	2.89	76.37
53.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	284,662	2.69	(3,531)	(0.04)		407,709	0.97	30,057	0.08	
54.	NET INCOME (OR LOSS)	381,473	3.60	478,058	5.19	(20.20)	2,403,481	5.73	1,161,626	2.97	106.91
55.	OPERATING RATIO (LINE 45 / LINE 10)	106.86		98.22			100.48		101.12		

BULK COMMODITY CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
BULK COMMODITY CARRIERS
6 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
FEDDERLY-MARION FREIGHT LINES, INC.	3932	SEATTLE-STATEWIDE	$ 2,940,430	$ 2,710,522	$ 229,908	92.2	92.2
QUIMBY TRUCKING, INC.	22046	EASTERN WASHINGTON-OREGON	2,266,394	2,220,151	46,243	98.0	100.2
MATLACK, INC.	22158	NATIONWIDE	204,300,685	201,447,874	2,852,811	98.6	97.3
AVERAGE FOR THE GROUP						99.5	97.9
J.J.M. TRUCKING, LTD.	5165	SPOKANE-E. WASHINGTON-PACIFIC NORTHWEST	3,164,079	3,155,733	8,346	99.7	98.2
LEE & EASTES TANK LINES, INC.	209	SEATTLE-PACIFIC NORTHWEST	6,347,703	6,579,064	(231,361)	103.6	97.2
MITCHELL TRANSPORT, INC.	18865	EASTERN WASHINGTON-NATIONWIDE	25,268,784	26,969,814	(1,701,030)	106.7	102.3
TOTAL FOR THE GROUP			$244,288,035	$243,083,118	$1,204,917		

REVENUES, EXPENSES AND STATISTICS
BULK COMMODITY CARRIERS
6 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME:	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	27,138,822	42.70	30,053,326	51.80	(9.70)	114,576,957	46.90	137,634,492	55.12	(16.75)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	31,680,988	49.85	24,105,548	41.55	31.43	112,701,064	46.13	97,321,513	38.98	15.80
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	3,709,907	5.84	3,040,158	5.24	22.03	13,439,793	5.50	11,591,839	4.64	15.94
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	173,539	0.27	86,190	0.15	101.34	371,717	0.15	393,828	0.16	(5.61)
5.	OTHER OPERATING REVENUE	849,355	1.34	734,670	1.27	15.61	3,198,504	1.31	2,738,173	1.10	16.81
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	63,552,611	100.00	58,019,892	100.00	9.54	244,288,035	100.00	249,679,845	100.00	(2.16)
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	3,546,947	5.58	3,332,353	5.74		13,610,011	5.57	13,026,260	5.22	
8.	SALARIES AND WAGES	15,412,456	21.10	13,112,974	22.60		52,311,969	21.41	54,949,492	22.01	
9.	MISCELLANEOUS PAID TIME OFF	1,350,238	2.12	1,039,703	1.79		5,272,617	2.16	4,901,327	1.96	
10.	OTHER FRINGES	5,587,327	8.79	5,123,914	8.83		21,746,381	8.90	21,078,018	8.44	
11.	OPERATING SUPPLIES AND EXPENSES	12,242,606	19.26	10,799,275	18.61		45,412,222	18.59	44,484,430	17.82	
12.	GENERAL SUPPLIES AND EXPENSES	2,545,268	4.00	2,692,245	4.64		9,696,537	3.97	10,201,341	4.09	
13.	OPERATING TAXES AND LICENSES	2,547,396	4.01	2,479,259	4.27		9,778,641	4.00	10,328,321	4.14	
14.	INSURANCE	2,045,610	3.22	2,075,852	3.57		9,422,845	3.86	6,986,221	2.80	
15.	COMMUNICATIONS AND UTILITIES	1,337,202	2.10	1,242,392	2.14		5,180,912	2.12	5,162,043	2.07	
16.	DEPRECIATION AND AMORTIZATION	4,512,276	7.10	4,770,345	8.22		17,676,201	7.24	19,281,843	7.72	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	12,864,906	20.24	10,901,119	18.79		47,672,878	19.52	49,405,974	19.79	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	640,247	1.01	614,453	1.06		2,299,425	1.02	2,300,856	0.92	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	17,098	0.03	(199,393)	(0.34)		(385,787)	(0.16)	(2,052,094)	(0.82)	
20.	MISCELLANEOUS EXPENSES	767,618	1.21	(291,682)	(0.50)		3,188,266	1.31	4,375,889	1.75	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	63,417,195	99.79	57,690,839	99.43	9.93	243,083,118	99.51	244,428,921	97.90	(0.55)
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	135,416	0.21	329,053	0.57	(58.85)	1,204,917	0.49	5,250,924	2.10	(77.05)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	135,416	0.21	329,053	0.57	(58.85)	1,204,917	0.49	5,250,924	2.10	(77.05)
25.	NET OTHER INCOME (DEDUCTIONS)	(2,024,979)	(3.19)	(1,795,090)	(3.09)		(7,661,620)	(3.14)	(7,607,903)	(3.05)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(1,889,563)	(2.97)	(1,466,037)	(2.53)		(6,456,703)	(2.64)	(2,356,979)	(0.94)	
27.	INCOME TAXES ON ORDINARY INCOME	73,663	0.12	(184,886)	(0.32)		(1,281,697)	(0.52)	(228,778)	(0.09)	
28.	ORDINARY INCOME	(1,963,226)	(3.09)	(1,281,151)	(2.21)		(5,175,006)	(2.12)	(2,128,201)	(0.85)	
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	863,441	1.36	-	-		858,011	0.35	-	-	
30.	NET INCOME (OR LOSS)	(1,099,785)	(1.73)	(1,281,151)	(2.21)		(4,316,995)	(1.77)	(2,128,201)	(0.85)	
31.	OPERATING RATIO (LINE 21 / LINE 6)	99.79		99.43			99.51		97.90		

AGRICULTURAL & ALLIED PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
AGRICULTURAL AND ALLIED PRODUCTS CARRIERS
4 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
SKAGIT VALLEY TRUCKING COMPANY, INC.	1997	WESTERN WASHINGTON	$ 3,920,925	$ 3,643,869	$277,056	92.9	93.5
RAMIER TRUCKING, INC.	6487	YAKIMA-EASTERN WASHINGTON	3,794,202	3,755,942	38,260	99.0	99.1
AVERAGE FOR THE GROUP						99.7	98.5
LUISI TRUCK LINES, INC.	4514	OREGON-WESTERN STATES	2,475,796	2,516,724	(40,928)	101.7	105.6
T-M TRANSPORT, INC.	13305	SPOKANE-EASTERN WASHINGTON	7,851,473	8,069,654	(218,181)	102.8	98.2
TOTAL FOR THE GROUP			$18,042,396	$17,986,189	$ 56,207		

REVENUES, EXPENSES AND STATISTICS
AGRICULTURAL & ALLIED PRODUCTS CARRIERS
4 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME:	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	4,268,016	97.74	4,413,898	96.70	(3.30)	17,121,751	94.90	16,927,895	97.50	1.15
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-		506,702	2.81	-	-	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-		-	-	-	-	
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	688	0.02	(100.00)	5,816	0.03	7,913	0.05	(26.50)
5.	OTHER OPERATING REVENUE	98,520	2.26	150,127	3.29	(34.37)	408,127	2.26	425,343	2.45	(4.05)
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	4,366,536	100.00	4,564,713	100.00	(4.34)	18,042,396	100.00	17,361,151	100.00	3.92
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	174,703	4.00	149,629	3.28		617,215	3.42	589,099	3.39	
8.	SALARIES AND WAGES	975,037	22.33	1,041,049	22.81		4,053,655	22.47	3,924,314	22.60	
9.	MISCELLANEOUS PAID TIME OFF	22,442	0.51	22,138	0.48		76,850	0.43	70,291	0.40	
10.	OTHER FRINGES	301,316	6.90	374,525	8.20		1,259,611	6.98	1,231,894	7.10	
11.	OPERATING SUPPLIES AND EXPENSES	991,614	22.71	983,219	21.54		3,694,291	20.48	3,520,200	20.28	
12.	GENERAL SUPPLIES AND EXPENSES	80,966	1.85	98,465	2.16		307,492	1.70	270,622	1.56	
13.	OPERATING TAXES AND LICENSES	274,648	6.29	316,381	6.93		928,371	5.15	900,530	5.19	
14.	INSURANCE	178,623	4.09	281,333	6.16		798,267	4.42	984,061	5.67	
15.	COMMUNICATIONS AND UTILITIES	46,449	1.06	49,071	1.08		192,610	1.07	192,089	1.11	
16.	DEPRECIATION AND AMORTIZATION	174,793	4.00	173,658	3.80		715,238	3.96	705,637	4.06	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	1,375,862	31.51	1,231,262	26.97		5,108,806	28.32	4,400,430	25.35	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	30,792	0.71	160,988	3.53		122,980	0.68	239,498	1.38	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(37,297)	(0.85)	(42,329)	(0.93)		(112,879)	(0.62)	(97,381)	(0.56)	
20.	MISCELLANEOUS EXPENSES	35,388	0.81	34,549	0.76		223,682	1.24	164,816	0.95	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	4,625,336	105.93	4,873,938	106.77	(5.10)	17,986,189	99.69	17,096,100	98.47	5.21
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(258,800)	(5.93)	(309,225)	(6.77)		55,207	0.31	265,051	1.53	(78.79)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(258,800)	(5.93)	(309,225)	(6.77)		55,207	0.31	265,051	1.53	(78.79)
25.	NET OTHER INCOME (DEDUCTIONS)	42,932	0.98	89,855	1.97		41,794	0.23	61,043	0.35	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(215,868)	(4.94)	(219,370)	(4.80)		98,001	0.54	326,094	1.88	(69.95)
27.	INCOME TAXES ON ORDINARY INCOME	(58,591)	(1.34)	30,585	0.67		85,895	0.48	81,699	0.47	
28.	ORDINARY INCOME	(157,277)	(3.60)	(249,955)	(5.47)		12,106	0.07	244,395	1.41	(95.05)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	36,322	0.80		-	-	58,492	0.34	
30.	NET INCOME (OR LOSS)	(157,277)	(3.60)	(213,633)	(4.68)		12,106	0.07	302,887	1.74	(96.00)
31.	OPERATING RATIO (LINE 21 / LINE 6)	105.93		106.77			99.69		98.47		

HEAVY MACHINERY, BUILDING MATERIALS

AND FOREST PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
HEAVY MACHINERY, BUILDING MATERIALS AND FOREST PRODUCTS CARRIERS
19 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
ZWIGHT LOGGING COMPANY, INC.	14832	YAKIMA-EASTERN WASHINGTON	$ 1,768,562	$ 1,530,066	$ 238,496	86.5	88.1
ZIRBEL TRANSPORT, INC.	15993	IDAHO-WESTERN STATES	758,382	664,756	93,626	87.7	80.8
MORGAN TRUCKING, INC.	23562	SHELTON-WESTERN WASHINGTON	2,505,047	2,200,937	304,110	87.9	95.9
ATLAS TRUCKING, INC.	7796	OLYMPIC PENINSULA	4,417,219	3,963,702	453,517	89.7	89.0
LEMMONS, DONALD W.	20990	WASHINGTON-OREGON	4,093,605	3,676,441	417,164	89.8	89.4
DAHLSTROMS, INC.	15632	HOQUIAM-WESTERN WASHINGTON	1,115,715	1,008,561	107,154	90.4	94.7
SYSTEM TRANSPORT, INC.	15727	SPOKANE-WESTERN & CENTRAL STATES	15,347,490	14,237,534	1,109,956	92.8	94.1
INTERSTATE HEAVY HAULING, INC.	2391	PORTLAND-WESTERN STATES	3,872,342	3,627,224	245,118	93.7	85.4
COLUMBIA PACIFIC TRANSPORT CO.	2885	NORTHWEST	600,081	566,961	33,120	94.5	117.1
GRESHAM TRANSFER, INC.	53	PORTLAND-WESTERN STATES	6,490,841	6,183,178	307,663	95.3	96.8
AVERAGE FOR THE GROUP						95.6	95.0
WESTERN TRANSPORT CRANE & RIGGING	9162	MONTANA & WESTERN STATES	4,580,149	4,425,899	154,250	96.6	98.1
STORES DELIVERY SERVICE, INC.	5452	SEATTLE-PACIFIC NORTHWEST	2,331,200	2,253,754	77,446	96.7	93.2
METRO HAULING, INC.	5475	SEATTLE-PACIFIC NORTHWEST-MONTANA	4,650,262	4,608,906	41,356	99.1	95.6
RUDIE WILHELM WAREHOUSE CO.	2480	PORTLAND-PACIFIC NORTHWEST	3,190,890	3,166,285	24,605	99.2	103.9
MERCER TRUCKING CO., INC.	2317	EASTERN WASHINGTON-PACIFIC NORTHWEST	5,978,518	6,015,371	(36,853)	100.6	95.9
MELLOM TRUCK EXPRESS, INC.	3016	OREGON-PACIFIC N.W.-BRITISH COLUMBIA	3,749,880	3,788,778	(38,898)	101.0	96.1
WOOD BY-PRODUCTS, INC.	455	IDAHO-PACIFIC NORTHWEST	5,782,655	5,926,867	(144,212)	102.5	102.6
WASHINGTON TRUCKING, INC.	5811	EVERETT-WESTERN STATES-BRITISH COLUMBIA	1,771,641	1,820,823	(49,182)	102.8	104.1
BAKER TRUCK SERVICE, INC.	21987	IDAHO-WESTERN & ROCKY MOUNTAIN STATES	1,900,369	1,962,464	(62,095)	103.3	107.3
TOTAL FOR THE GROUP			$74,904,848	$71,628,507	$3,276,341		

REVENUES, EXPENSES AND STATISTICS
HEAVY MACHINERY, BUILDING MATERIALS & FOREST PRODUCTS
19 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME:	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	14,851,700	78.91	14,007,261	81.72	6.03	59,685,387	79.68	57,821,391	80.92	3.22
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	541,322	2.88	282,205	1.65	91.82	1,812,990	2.42	1,620,371	2.27	11.89
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	1,016,516	5.40	593,992	3.47	71.13	3,942,852	5.26	2,684,230	3.76	46.89
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	1,022,158	5.43	1,140,027	6.65	(10.34)	4,450,132	5.94	4,987,751	6.98	(10.78)
5.	OTHER OPERATING REVENUE	1,389,870	7.38	1,117,190	6.52	24.41	5,013,487	6.69	4,337,548	6.07	15.58
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	18,821,566	100.00	17,140,675	100.00	9.81	74,904,848	100.00	71,451,291	100.00	4.83
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	836,394	4.44	846,800	4.94		3,112,029	4.15	2,878,590	4.03	
8.	SALARIES AND WAGES	4,352,220	23.12	3,973,463	23.18		16,998,194	22.69	16,320,500	22.84	
9.	MISCELLANEOUS PAID TIME OFF	119,086	0.63	141,617	0.83		504,539	0.67	497,684	0.70	
10.	OTHER FRINGES	1,369,551	7.28	1,402,050	8.18		5,415,971	7.23	5,287,323	7.40	
11.	OPERATING SUPPLIES AND EXPENSES	3,678,769	19.55	3,018,027	17.61		12,882,226	17.20	12,178,506	17.04	
12.	GENERAL SUPPLIES AND EXPENSES	630,354	3.35	739,856	4.32		2,281,379	3.05	2,313,660	3.24	
13.	OPERATING TAXES AND LICENSES	1,171,705	6.23	1,318,213	7.69		4,703,905	6.28	4,776,753	6.69	
14.	INSURANCE	663,856	3.53	862,532	5.03		3,466,599	4.63	3,674,710	5.14	
15.	COMMUNICATIONS AND UTILITIES	230,878	1.23	208,376	1.22		899,472	1.20	866,045	1.21	
16.	DEPRECIATION AND AMORTIZATION	689,895	3.67	684,769	3.99		2,548,659	3.40	2,657,095	3.72	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	4,324,239	22.97	3,704,178	21.61		17,376,187	23.20	15,193,195	21.26	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	233,639	1.24	289,256	1.69		948,186	1.26	907,033	1.27	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(51,703)	(0.27)	(52,633)	(0.31)		(259,594)	(0.35)	(276,484)	(0.39)	
20.	MISCELLANEOUS EXPENSES	162,365	0.86	199,972	1.17		754,755	1.01	606,164	0.85	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	18,411,248	97.82	17,336,476	101.14	6.20	71,628,507	95.63	67,880,774	95.00	5.52
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	410,318	2.18	(195,801)	(1.14)		3,276,341	4.37	3,570,517	5.00	(8.24)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	410,318	2.18	(195,801)	(1.14)		3,276,341	4.37	3,570,517	5.00	(8.24)
25.	NET OTHER INCOME (DEDUCTIONS)	51,926	0.28	(42,182)	(0.25)		39,674	0.05	6,536	0.01	
26.	ORDINARY INCOME BEFORE INCOME TAXES	462,244	2.46	(237,983)	(1.39)		3,316,015	4.43	3,577,053	5.01	(7.30)
27.	INCOME TAXES ON ORDINARY INCOME	(60,816)	(0.32)	79,550	0.46		409,747	0.55	696,305	0.97	
28.	ORDINARY INCOME	523,060	2.78	(317,533)	(1.85)		2,906,268	3.88	2,880,748	4.03	0.89
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	(5,188)	(0.03)	-	-		(5,188)	(0.01)	-	-	
30.	NET INCOME (OR LOSS)	517,872	2.75	(317,533)	(1.85)		2,901,080	3.87	2,880,748	4.03	0.71
31.	OPERATING RATIO (LINE 21 / LINE 6)	97.82		101.14			95.63		95.00		

REFRIGERATED PRODUCTS CARRIERS

REVENUES, EXPENSES, NET INCOME AND OPERATING RATIO
TWELVE MONTHS ENDING DECEMBER 31, 1987
REFRIGERATED PRODUCTS CARRIERS
3 CARRIERS INCLUDED

NAME OF CARRIER	CC NO.	PRINCIPAL AREA	REVENUES	EXPENSES	NET OPERATING INCOME (BEFORE INCOME TAXES)	OPERATING RATIO (EXCLUSIVE OF INCOME TAXES) YEAR TO DATE THIS YEAR	LAST YEAR
INCO EXPRESS, INC.	16270	SEATTLE-WESTERN STATES	$10,748,659	$ 9,832,509	$ 912,150	91.5	91.9
DI PIETRO TRUCKING COMPANY	15923	SEATTLE-WESTERN STATES	5,789,176	5,502,703	286,473	95.1	92.8
AVERAGE FOR THE GROUP						95.8	93.3
WESTERN CARRIERS, INC.	13945	CALIFORNIA-WESTERN STATES	15,072,793	14,940,689	132,104	99.1	95.4
TOTAL FOR THE GROUP			$31,606,628	$30,275,901	$1,330,727		

REVENUES, EXPENSES AND STATISTICS
REFRIGERATED PRODUCTS C ARRIERS
5 CARRIERS INCLUDED

FOR THE FOURTH QUARTER AND TWELVE MONTHS
ENDED DECEMBER 31, 1986 AND 1987

		FIGURES FOR THE QUARTER					CUMULATIVE FIGURES				
		THIS YEAR		LAST YEAR			THIS YEAR		LAST YEAR		
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)	DOLLARS	PERCENT OF REVENUE	DOLLARS	PERCENT OF REVENUE	PERCENT INCREASE (DECREASE)
	REVENUES:										
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	4,839,567	62.22	6,938,315	94.48	(30.25)	22,717,040	71.87	24,047,783	95.73	(5.53)
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	2,293,879	29.49	283,017	3.85		6,898,886	21.83	827,361	3.29	
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-		-	-	-	-	
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	484,680	6.23	13,541	0.18		1,811,479	5.47	24,085	0.10	
5.	OTHER OPERATING REVENUE	159,494	2.05	109,075	1.49	46.22	579,223	1.83	220,400	0.88	162.81
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	7,777,620	100.00	7,343,948	100.00	5.91	31,606,628	100.00	25,119,629	100.00	25.82
	EXPENSES:										
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	259,807	3.34	194,325	2.65		1,038,581	3.29	864,166	3.44	
8.	SALARIES AND WAGES	940,799	12.10	692,849	9.43		3,584,435	11.34	2,925,354	11.65	
9.	MISCELLANEOUS PAID TIME OFF	22,277	0.29	28,295	0.39		87,869	0.28	94,461	0.38	
10.	OTHER FRINGES	320,866	4.13	208,575	2.84		1,181,441	3.74	928,068	3.69	
11.	OPERATING SUPPLIES AND EXPENSES	961,017	12.36	842,821	11.48		3,745,117	11.85	3,149,608	12.54	
12.	GENERAL SUPPLIES AND EXPENSES	169,162	2.17	171,259	2.33		627,775	1.99	632,475	2.52	
13.	OPERATING TAXES AND LICENSES	286,327	3.68	251,050	3.42		1,015,997	3.21	913,982	3.64	
14.	INSURANCE	333,386	4.29	297,790	4.05		1,386,431	4.39	1,206,022	4.80	
15.	COMMUNICATIONS AND UTILITIES	109,644	1.41	103,695	1.41		458,613	1.45	423,344	1.69	
16.	DEPRECIATION AND AMORTIZATION	343,282	4.41	354,537	4.83		1,189,190	3.76	1,225,611	4.88	
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	3,945,490	50.73	3,856,916	52.52		15,619,454	49.40	10,695,307	42.58	
18.	BUILDING AND OFFICE EQUIPMENT RENTS	76,787	0.99	79,690	1.09		307,683	0.97	291,639	1.16	
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	(14,300)	(0.18)	8,797	0.12		(47,778)	(0.15)	(6,118)	(0.02)	
20.	MISCELLANEOUS EXPENSES	33,173	0.43	24,817	0.34		86,089	0.27	87,139	0.35	
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	7,787,717	100.13	7,115,416	96.89	9.45	30,275,901	95.79	23,431,058	93.28	29.21
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	(10,097)	(0.13)	228,532	3.11		1,330,727	4.21	1,688,571	6.72	(21.19)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-		-	-	-	-	
24.	NET CARRIER OPERATING INCOME	(10,097)	(0.13)	228,532	3.11		1,330,727	4.21	1,688,571	6.72	(21.19)
25.	NET OTHER INCOME (DEDUCTIONS)	(124,416)	(1.60)	(90,281)	(1.23)		(481,995)	(1.52)	(385,772)	(1.53)	
26.	ORDINARY INCOME BEFORE INCOME TAXES	(134,513)	(1.73)	138,251	1.88		848,732	2.69	1,302,799	5.19	(34.85)
27.	INCOME TAXES ON ORDINARY INCOME	19,639	0.25	(17,165)	(0.23)		76,423	0.24	103,754	0.41	
28.	ORDINARY INCOME	(154,152)	(1.98)	155,416	2.12		772,309	2.44	1,199,045	4.77	(35.59)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-		-	-	-	-	
30.	NET INCOME (OR LOSS)	(154,152)	(1.98)	155,416	2.12		772,309	2.44	1,199,045	4.77	(35.59)
31.	OPERATING RATIO (LINE 21 / LINE 6)	100.13		96.89			95.79		93.28		

MISCELLANEOUS COMMODITY CARRIERS

REVENUES, EXPENSES AND STATISTICS
MISCELLANEOUS COMMODITY CARRIERS
TWELVE MONTHS ENDED DECEMBER 31, 1986 AND 1987
6 CARRIERS INCLUDED

		CC-3038 MOULDEN & SONS, INC.		CC-5154 GORDON FAST FREIGHT INC.		CC-7022 TRANSPORT STG. & DIST. CO.		CC-9663 PURULATOR COURIER CORP.*	
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME:	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
	REVENUES:								
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	1,641,894	1,490,449	42,437,485	40,339,339	172,060,008	169,442,524	-	-
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-	-	-	-	-
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-	1,751,464	1,502,011	-	-
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-	12,727,755	9,880,022	1,671,512	2,755,079
5.	OTHER OPERATING REVENUE	13,235	64,322	957,994	744,463	2,999,958	2,110,871	-	-
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	1,655,129	1,554,771	43,395,479	41,083,802	189,539,185	182,935,428	-	-
	EXPENSES:							1,671,512	2,755,079
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	71,181	60,800	1,588,339	1,503,335	7,128,504	6,590,962	286,426	164,547
8.	SALARIES AND WAGES	407,428	443,759	9,083,240	8,021,799	56,768,815	52,258,867	1,537,412	2,205,035
9.	MISCELLANEOUS PAID TIME OFF	-	6,020	-	-	6,386,485	5,372,876	37,033	214,780
10.	OTHER FRINGES	25,736	34,201	3,888,260	2,942,550	24,518,175	21,743,012	690,188	932,264
11.	OPERATING SUPPLIES AND EXPENSES	619,103	656,185	9,149,954	8,481,082	25,706,397	25,707,203	256,170	307,423
12.	GENERAL SUPPLIES AND EXPENSES	85,566	35,655	835,790	620,774	3,534,130	3,434,796	132,184	170,716
13.	OPERATING TAXES AND LICENSES	197,998	184,526	2,920,663	2,921,112	8,991,403	8,760,595	58,050	70,972
14.	INSURANCE	79,225	61,068	1,218,992	1,589,792	5,871,066	9,301,918	52,538	147,838
15.	COMMUNICATIONS AND UTILITIES	13,436	29,812	523,540	469,221	1,169,271	1,167,197	77,734	82,935
16.	DEPRECIATION AND AMORTIZATION	-	-	2,734,596	1,992,184	11,175,530	9,784,650	29,320	78,681
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	-	-	8,870,550	9,039,601	21,070,326	23,723,256	274,758	261,540
18.	BUILDING AND OFFICE EQUIPMENT RENTS	12,500	16,000	487,590	450,595	762,280	512,028	134,048	135,637
19.	GAIN OR LOSS ON DISPOSITION OF OPERATING ASSETS - NET	-	-	(135,390)	(64,795)	(293,595)	(114,127)	(4,177)	1,034
20.	MISCELLANEOUS EXPENSES	-	-	16,738	31,031	920,323	1,200,515	170,603	507,146
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	1,512,173	1,528,026	41,178,862	37,998,283	170,705,110	169,443,748	3,712,287	5,281,148
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	142,956	26,745	2,216,617	5,085,519	18,834,075	13,491,680	(2,040,775)	(2,526,069)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-	-	-	-	-
24.	NET CARRIER OPERATING INCOME	142,956	26,745	2,216,617	5,085,519	18,834,075	13,491,680	(2,040,775)	(2,526,069)
25.	NET OTHER INCOME (DEDUCTIONS)	-	4,056	(635,003)	(468,711)	879,233	236,795	-	-
26.	ORDINARY INCOME BEFORE INCOME TAXES	142,956	30,801	1,581,614	2,616,808	15,713,308	13,728,475	(2,040,775)	(2,526,069)
27.	INCOME TAXES ON ORDINARY INCOME	-	-	(3,060,750)	729,534	6,911,200	6,855,100	(938,757)	(1,161,992)
28.	ORDINARY INCOME	142,956	30,801	4,642,364	1,887,274	8,802,108	6,873,375	(1,102,018)	(1,364,077)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	236,007	-	-	-	-	-
30.	NET INCOME (OR LOSS)	142,956	30,801	4,878,371	1,887,274	8,802,108	6,873,375	(1,102,018)	(1,364,077)
31.	OPERATING RATIO (LINE 21 / LINE 6)	91.4	98.3	94.9	92.5	92.2	92.6	222.1	191.7
32.	PRINCIPAL AREA	WESTERN WASHINGTON		TACOMA-PACIFIC COAST		WESTERN STATES			
33.	PRINCIPAL COMMODITY	COAL-SAND-GRAVEL		BEER-WINE-FOODSTUFFS		MOTOR VEHICLES			

*. WASHINGTON & SPOKANE PARCEL DELIVERY
*STATE OF WASHINGTON OPERATIONS ONLY

REVENUES, EXPENSES AND STATISTICS
MISCELLANEOUS COMMODITY CARRIERS
TWELVE MONTHS ENDED DECEMBER 31, 1986 AND 1987
6 CARRIERS INCLUDED

		CC-20807 DUDLEY BOAT & TRLR. TRANSP		CC-21240 FARWEST FURNITURE TRANSP.,	
	NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	THIS YEAR	LAST YEAR	THIS YEAR	LAST YEAR
	REVENUES:				
1.	FREIGHT REVENUE - INTERCITY - COMMON CARRIER	1,378,019	1,150,194	1,245,261	1,547,569
2.	FREIGHT REVENUE - INTERCITY - CONTRACT CARRIER	-	-	-	-
3.	FREIGHT REVENUE - INTERCITY - LOCAL CARTAGE	-	-	-	-
4.	INTERCITY TRANSPORTATION FOR OTHER CLASS I & II CARRIERS	-	-	-	-
5.	OTHER OPERATING REVENUE	-	-	-	-
6.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING REVENUE	1,378,019	1,150,194	1,245,261	1,547,569
	EXPENSES:				
7.	SALARIES - OFFICERS AND SUPERVISORY PERSONNEL	96,352	68,640	83,269	45,014
8.	SALARIES AND WAGES	393,532	356,141	278,794	365,316
9.	MISCELLANEOUS PAID TIME OFF	8,251	7,585	-	-
10.	OTHER FRINGES	102,970	100,333	62,131	79,059
11.	OPERATING SUPPLIES AND EXPENSES	326,362	242,002	55,388	146,090
12.	GENERAL SUPPLIES AND EXPENSES	38,346	43,616	8,686	6,533
13.	OPERATING TAXES AND LICENSES	73,955	61,513	17,699	16,035
14.	INSURANCE	80,091	75,763	122,690	86,291
15.	COMMUNICATIONS AND UTILITIES	29,461	34,058	32,044	45,495
16.	DEPRECIATION AND AMORTIZATION	30,005	23,781	2,968	9,592
17.	REVENUE EQUIPMENT RENTS & PURCHASED TRANSPORTATION	7,609	48,833	581,787	782,192
18.	BUILDING AND OFFICE EQUIPMENT RENTS	14,500	10,050	19,367	27,489
19.	GAIN OF LOSS ON DISPOSITION OF OPERATING ASSETS - NET	15,687	-	-	(2,348)
20.	MISCELLANEOUS EXPENSES	87,064	9,557	10,594	8,801
21.	TOTAL NON-HOUSEHOLD GOODS CARRIER OPERATING EXPENSES	1,304,185	1,081,872	1,215,417	1,615,559
22.	NET NON-HOUSEHOLD GOODS CARRIER OPERATING INCOME	73,834	68,322	29,844	(67,990)
23.	HOUSEHOLD GOODS CARRIER OPERATING INCOME	-	-	-	-
24.	NET CARRIER OPERATING INCOME	73,834	68,322	29,844	(67,990)
25.	NET OTHER INCOME (DEDUCTIONS)	75,914	(33,766)	(4,230)	3,815
26.	ORDINARY INCOME BEFORE INCOME TAXES	149,748	34,556	25,614	(64,175)
27.	INCOME TAXES ON ORDINARY INCOME	61	(444)	1,460	-
28.	ORDINARY INCOME	149,687	35,000	24,154	(64,175)
29.	TOTAL EXTRAORDINARY AND PRIOR PERIOD ITEMS	-	-	-	-
30.	NET INCOME (OR LOSS)	149,687	35,000	24,154	(64,175)
31.	OPERATING RATIO (LINE 21 / LINE 6)	94.6	94.1	97.6	104.4
32.	PRINCIPAL AREA	WASHINGTON-PACIFIC COAST		P.S.-W. & RKY. MTN. STATES	
33.	PRINCIPAL COMMODITY	BOATS & TRAILERS		FURNITURE & FIXTURES	

*STATE OF WASHINGTON OPERATIONS ONLY